

Message Text

UNCLASSIFIED

PAGE 01 BELGRA 06708 220739Z

14

ACTION OPIC-06

INFO OCT-01 EUR-12 ISO-00 EB-07 COME-00 TRSE-00 CIAE-00

INR-07 NSAE-00 /033 W

----- 122248

R 220640Z DEC 75

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 5061

UNCLAS BELGRADE 6708

E.O. 11652: N/A

TAGS: EINV, YO

SUBJECT: JOINT VENTURES U.S.-YUGOSLAV CONTRACTORS

REF : STATE 280532

1. MOST YUGOSLAV ENTERPRISES SEEN BY BATCHELDER SUBSEQUENTLY MADE IT A POINT TO WRITE OR TELL US THAT HIS VISIT WAS SUCCESSFUL INITIATIVE WHICH THEY HOPE WILL BE FOLLOWED BY MEETINGS IN YUGOSLAVIA WITH REPRESENTATIVES OF U.S. COMPANIES. GOVERNMENT AND CHAMBER OF ECONOMY OFFICIALS HAVE EXPRESSED THE SAME VIEW AND CONTINUE URGING US TO PROMOTE US/YUGOSLAV COOPERATION ON SPECIFIC PROJECTS IN THIRD COUNTRIES.

2. IN FIELD OF GENERAL CONSTRUCTION YUGOSLAVS WOULD PREFER TO DISCUSS JOINT VENTURES OF OTHER FORMS OF COOPERATION ONLY ON LARGE OR COMPLICATED PROJECTS; THEY CONSIDER THEY CAN HANDLE THE SMALL JOBS BY THEMSELVES AT LOWER COST. THE YUGOSLAVS WOULD BE ALSO INTERESTED IN COOPERATION ON PROJECTS WHICH WOULD INCLUDE EXPORTS OF YUGOSLAV (AND U.S.) EQUIPMENT SUCH AS FOR AGRI-BUSINESS, PETRO/CHEMICAL PROCESSING FACILITIES, ENERGY, AND MINING PROJECTS, ALTHOUGH THESE POSSIBILITIES NOT DISCUSSED IN DEPTH DURING BATCHELDER'S CALLS. AS A DIRECT RESULT OF HIS VISIT ENTERPRISE RUDIS HAS IN FACT ASKED US TO LOCATE A PROSPECTIVE U.S. PARTNER TO SUPPLY KILN FOR AND JOINTLY BUILD A LIMESTONE PROCESSING FACILITY (SEPTEL FOLLOWS).

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BELGRA 06708 220739Z

3. RUDIS CASE ASIDE, PROBLEM REMAINS THAT YUGOSLAV ENTERPRISES

(AND POSSIBLY AMERICAN COMPANIES?) ARE RELUCTANT TO DISCLOSE SPECIFIC PROJECTS IN ADVANCE OF FACE -TO - FACE MEETING WITH QUALIFIED PRTRNER. THIS, OF COURSE, MAKES IT DIFFICULT TO DETERMINE WHICH U.S. FIRMS SHOULD VISIT YUGOSLAVIA AND WHETHER THEIR TRIP WOULD BE WORTHWHILE. AS BATCHELDER AWARE FROM HIS VISIT, THE YUGOSLAVS SAY OUR EFFORT SHOULD CONCENTRATE ON GETTING U.S. COMPANIES HERE TO MEET YUGOSLAV COUNTERPARTS WHO WOULD THEN LAY SPECIFIC PROJECTS ON THE TABLE. THIS IS INDEED WHAT HAPPENED WHEN THE TWIN US/YUGOSLAV ECONOMIC COUNCILS BROUGHT TOGETHER 95 YUGOSLAV ENTERPRISES AND 45 U.S. COMPANIES IN DUBROVNIK IN MAY.

4. WE WOULD APPRECIATE OPIC VIEWS ON WHETHER U.S. GENERAL CONTRACTORS MIGHT BE INTERESTED TO COME TO YUGOSLAVIA ON BASIS OF SAME ASSURANCES OF CONCRETE DISCUSSIONS AS YUGOSLAVIA MADE BEFORE DUBROVNIK MEETING. IF ANSWER IS AFFIRMATIVE, WE WILL GO BACK TO YUGOSLAVS AND ATTEMPT TO PIN DOWN THE DATES FOR THE VISIT BY REPRESENTATIVES OF U.S. GENERAL CONSTRUCTION COMPANIES.
SILBERMAN

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION, JOINT VENTURES
Control Number: n/a
Copy: SINGLE
Draft Date: 22 DEC 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BELGRA06708
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750443-0843
From: BELGRADE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751220/aaaaariq.tel
Line Count: 81
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION OPIC
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 280532
Review Action: RELEASED, APPROVED
Review Authority: KelleyW0
Review Comment: n/a
Review Content Flags:
Review Date: 24 NOV 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <24 NOV 2003 by ReddocGW>; APPROVED <13 JAN 2004 by KelleyW0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: JOINT VENTURES U.S.-YUGOSLAV CONTRACTORS
TAGS: EINV, YO
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006